SENATE EDUCATION
EXHIBIT NO. 7
DATE 1/14/13
BILL NO.

Silverback
Learning Solutions

"Accountability through transparency"

www.silverbacklearning.com

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HELLGATE ELEMENTARY SCHOOL

DISTRICT NO. 4
2385 FLYNN LANE
MISSOULA, MONTANA 59808

K-2 PRINCIPAL 721-2160
3-5 PRINCIPAL 549-6109
6-8 PRINCIPAL 721-2452

SUPERINTENDENT 728-5626
BUSINESS OFFICE 728-5626
FAX NO. 406-728-5636

December 7, 2012

Cathy Ellingsworth
Account Manager
Silverback Learning Solutions

Dear Cathy:

Nice speaking with you today. Good for Silverback Learning to have been given the opportunity to speak with Montana educational leaders and, of course, Montana legislative leaders about the "Milepost" Program and what it can do to provide schools and parents with meaningful data to help improve student achievement.

As you know, Hellgate Elementary recently wrapped up its professional development with staff on the "Milepost" Program. What a wonderful thing for a superintendent to witness the joy on the faces of professional educators (teachers as well as principals) when they realized that they now had one easily accessible central location, one easily accessible data warehouse, to retrieve relevant educational information on students. As I watched the professional development opportunities with each group of teachers in our school district, which, by the way, were conducted by our own in-house "Milepost" trainers, I was amazed at how easy it was for teachers to look at their class lists and to immediately see all the pertinent historical, demographic/assessment information data on each of their students; to see which kids had IEP plans; to see which kids were in Title I Programs; to see which kids had 504 plans and/or were involved in the district's Student Assistance Team (SAT) process; to see which kids had Response to Intervention accommodations (Tier I through Tier III) ; and to see which children were economically disadvantaged and who may need just a little extra support from their teacher to realize their vast academic potential.

Cathy, not only could a teacher see immediately which kids may need academic assistance over and above the "norm" but the teacher could actually, through a simple click of a mouse, see what the academic interventions were and what accommodations would be necessary within the classroom to help enhance opportunities for student success. No longer could a teacher or an administrator say they were not aware of the academic and/or family circumstances that surround a child in their classroom or building because "Milepost" made all that information readily available at the click of a mouse. I know that Senator Jones' bill contains a provision calling for "data systems to ensure that there is a focus away from punitive accountability and toward bringing useful data to educators and parents to use to enhance instruction and academic performance of

students". What a wonderful provision in his bill and I applaud him for including it. "Milepost", far more than anything I have ever seen, is that data system that can bring his vision on data systems to life! In my twenty-five years as a Montana school superintendent, I have never seen a program that can do what the "Milepost" Program can do. It places valuable student information into one central clearinghouse format that is easy to work with, easy to understand, and robust in terms of what it can offer teachers, administrators, parents in terms of "bringing useful data to educators and parents to use to enhance instruction and academic performance of students".

Cathy, I am glad I made the decision to work with Silverback Learning and get the "Milepost" Program into Hellgate Elementary. I am glad I have been blessed to work with professional educators who immediately recognized the value of the "Milepost" Program and what the information contained in the program could do for their students and for them, as professional educators, as they seek to meet the needs of their students. The "Milepost" Program is a great program and long overdue.

Have a great weekend and thanks for working with Hellgate Elementary.

Sincerely,

Douglas Reising, Ed.D.
Superintendent, Hellgate Elementary

Montana School Districts Expressing Interest in Silverback Learning Mileposts™ Tool

NOTE: Districts in bold are implementing

Anaconda School District 10
Belgrade School District
Belt Public Schools
Bigfork School District 38
Billings Elementary School District
Billings Public Schools
Bonner School District 14
Bozeman Public Schools
Butte School District #1
Cascade Public Schools
Choteau School District
Circle School District #1
Colstrip School District
Columbia Falls Schools
Columbus Public School District
Custer School District
Darby School District #9
Dutton Brady Public School District #28C
Fairfield School District
Florence-Carlton School District #15-6
Forsyth School District
Fort Benton School District
Frenchtown School District
Glendive Public Schools
Great Falls Public Schools
Greenfield Elementary School District (Fairfield, MT)
Hamilton Schools
Hardin Public Schools
Harlem School District #12
Havre Public Schools
Helena Flats Elementary School District
Helena Public Schools
Hellgate K-8 District #4
Huntley Project School (Worden, MT)
Jefferson High School (Boulder, MT)
Kalispell School District #5
Lame Deer Public School
Laurel School District
Lewistown Public Schools
Lodge Grass School District #27-2
Lolo School District 7
Malta Public Schools
Manhattan School District #3
Missoula County Public Schools
Montana Academy
Montana City School District (Clancy, MT)
Ophir School District #72 (Gallatin Gateway, MT)
Park City Schools
Philipsburg Public Schools
Plentywood School District
Polson School District #23
Ronan School District #30
Scobey Public Schools
Shelby School District 14
Shepherd School District #37
Shodair Children's Hospital
Sidney Public Schools
Somers Lakeside School District 29
St. Ignatius School District #28
Target Range School District #23 (Missoula, MT)
Terry Public School District #5
Thompson Falls Public School District #2
Twin Bridges School District #7
Vaughn School District K-8
Victor School District
West Valley Elementary School District (Kalispell, MT)
Whitefish School District
Whitehall School District
Whittier Elementary (Butte, MT)
Wibaux School District
Willow Creek SD#15 & J15-17
Yellowstone County Superintendent Office

Shepherd Public School

7842 Shepherd Road
P.O. Box 8
Shepherd, Montana 59079-0008

December 7, 2012

Dear Cathy.

I wanted to write to you and let you know of how impactful Mileposts has been for the Shepherd School District. It is critical to have a place where we can easily access all of the formative and summative data we have on a student. With Mileposts we are able to, not only, track data from the current school year, but keep a longitudinal record of the student. Mileposts also allow us to input data on Rtl plans, behavior plan, etc. so our teachers can personalize the learning and education we provide for each student. We are able to keep track of what has worked in the past and not waste valuable time trying to implement ideas that have proven to be ineffectual and concentrate on ideas that work with the individual student.

Schools have always been data rich but information poor and Mileposts has allowed us to reverse this trend and use all of the data we have on each student to make informed decisions that truly impact student learning.

Sincerely,

Dan Jamieson

Shepherd School District Superintendent

Dan Jamieson	Janice Ripley	Kenneth Poepping	Richard Hash	John Farley
Superintendent	Business Mgr/Clerk	HS Principal	Jr. High Principal	Elementary Principal
Phone 373-5461	Phone 373-5461	Phone 373-5300	Phone 373-5873	Phone 373-5516
Fax 373-5284	Fax 373-5284	Fax 373-5342	Fax 373-5648	Fax 373-5076

RE: Silverback Meeting with Senator Llew Jones

Aaron Griffin <agriffin@twinfalcons.org> Fri, Dec 7, 2012 at 11:38 AM
To: Cathy Ellingsworth <cellingsworth@silverbacklearning.com>

Senator Jones---

Twin Bridges Elementary School has incorporated Mileposts at the K-6 level this academic year. I cannot say enough great things about this program and its ability to allow my staff to communicate more effectively and efficiently. We are looking to incorporate Mileposts K-12 for the 2013-2014 academic year.

Some of the benefits of Mileposts:

- Stores all MontCAS/CRT results and District Assessments in Math and Reading. This has allowed us to be more organized in the Response to Instruction Program Implemented at Twin Bridges Schools

- Allows all teachers important information on the New Common Core Standards. The Mileposts site is much easier than the Montana Office of Public Instruction website.

- Allows the Response to Intervention Team the ability to take all the District and State Data and write more efficient and effective plans for struggling students

- Allows the classroom teachers to track students in intervention programs weekly

- Allows the administration the ability to track and hold all stakeholders (teachers, title staff, reading specialists, SPED) accountable for weekly updates on student's progress

- For Twin Bridges Elementary by implementing Mileposts we have found that the majority of our students in reading struggle with the "Middle Phoneme Segmentation." As a K-3 staff we are now focusing our attention to make sure all students in K-3 are getting more meaningful instruction in "Middle Phoneme Segmentation." We never would have pin pointed this issue without the use of Mileposts.

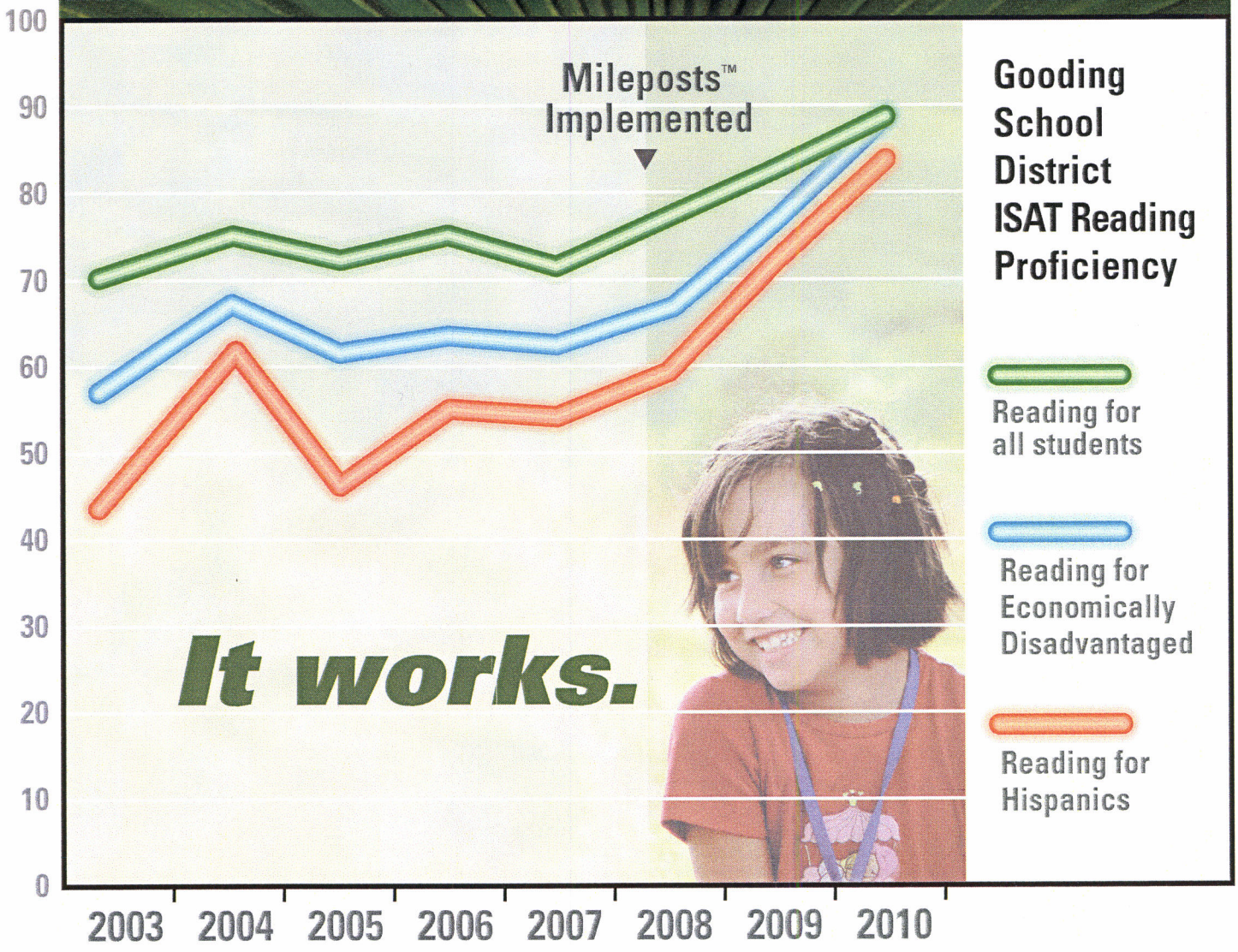
Please feel free to contact me at any time.

Aaron Griffin

Twin Bridges Schools

Elementary Principal

There is *one huge reason* so many schools are now adding Mileposts™ software...



When Dr. Heather Williams became superintendent of Gooding School District in 2008-2009, the district had never made AYP. After implementing Mileposts™ they were able to close their achievement gaps. Enrollment increased by nearly 15 percent in 2010-2011 and test scores told the rest of the story. "Mileposts™ helps everyone focus on the data and the next level of work instead of making excuses. "We are most proud of closing the achievement gap for minority students and economically disadvantaged students." — *Dr. Heather Williams, Superintendent, Gooding, ID*

Contact one of our representatives to learn how Mileposts™ can work for you.

1-855-258-2581

Silverback Learning Solutions

www.silverbacklearning.com

Silverback Learning Solutions

The Mileposts™ Difference

Feature or Capability	Mileposts
Data Management	
Longitudinal storage, reporting, and analysis	●
State, district, classroom sources [bulk upload or hand input]	●
"One-click" access to classroom / student group data	●
"On-the-fly" data manipulation and analysis	●
Advanced filtering [aggregate/disaggregate/custom groups]	●
Customizable proficiency and cut point analysis	●
Multiple data export types [.xls, .csv, .doc, .pdf]	●
Educational Support	
Individualized learning plans [any/all subgroups]	●
Intervention plan management [aligned to RTI standards]	●
Plans and interventions builder [customizable templates]	●
Accountability agreements [parent, student, school]	●
Progress monitor graphing [linked to interventions]	●
Behavioral management system [linked to interventions]	●
Longitudinal plan/intervention recording and analysis	●
Connections and Extensions	
SIS sync [student/staff rosters and End-Of-Course grades]	●
Formative test package [creation, delivery, scoring and analysis]	●[L]
Common Core standards mapping	●
Curriculum and instructional alignment extensions	●[G]
NWEA MAP® to DesCartes® resolution	●
Support and Service	
Secure, standards-based platform with anytime access	●
Cloud delivery [no hardware, no software installs or upgrades]	●
Multi-device support [delivered via standard html browsers]	●
Assisted data uploads [at no additional cost]	●
Fast, expert service [average response time: within 24 hrs.]	●

L= provided through a partnership with LinkIt
G = provided through a partnership with Gooru

Silverback: "The Educator's Choice"

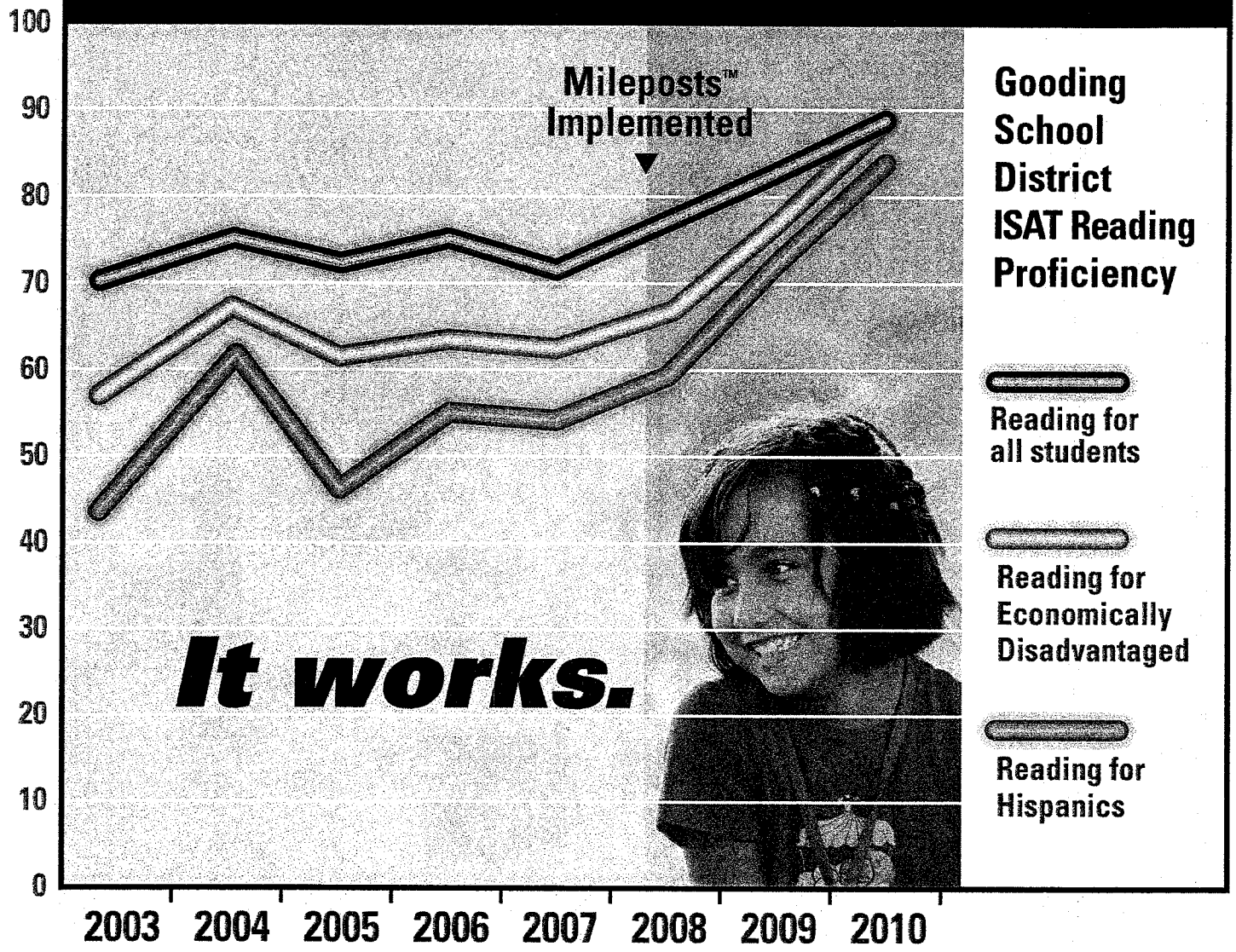
www.silverbacklearning.com

855.258.2581

District Administration TOP 100 PRODUCTS 2011

Aug 2012

There is *one huge reason*
so many schools are now adding Mileposts™ software...



It works.

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District Administration TOP 100 PRODUCTS

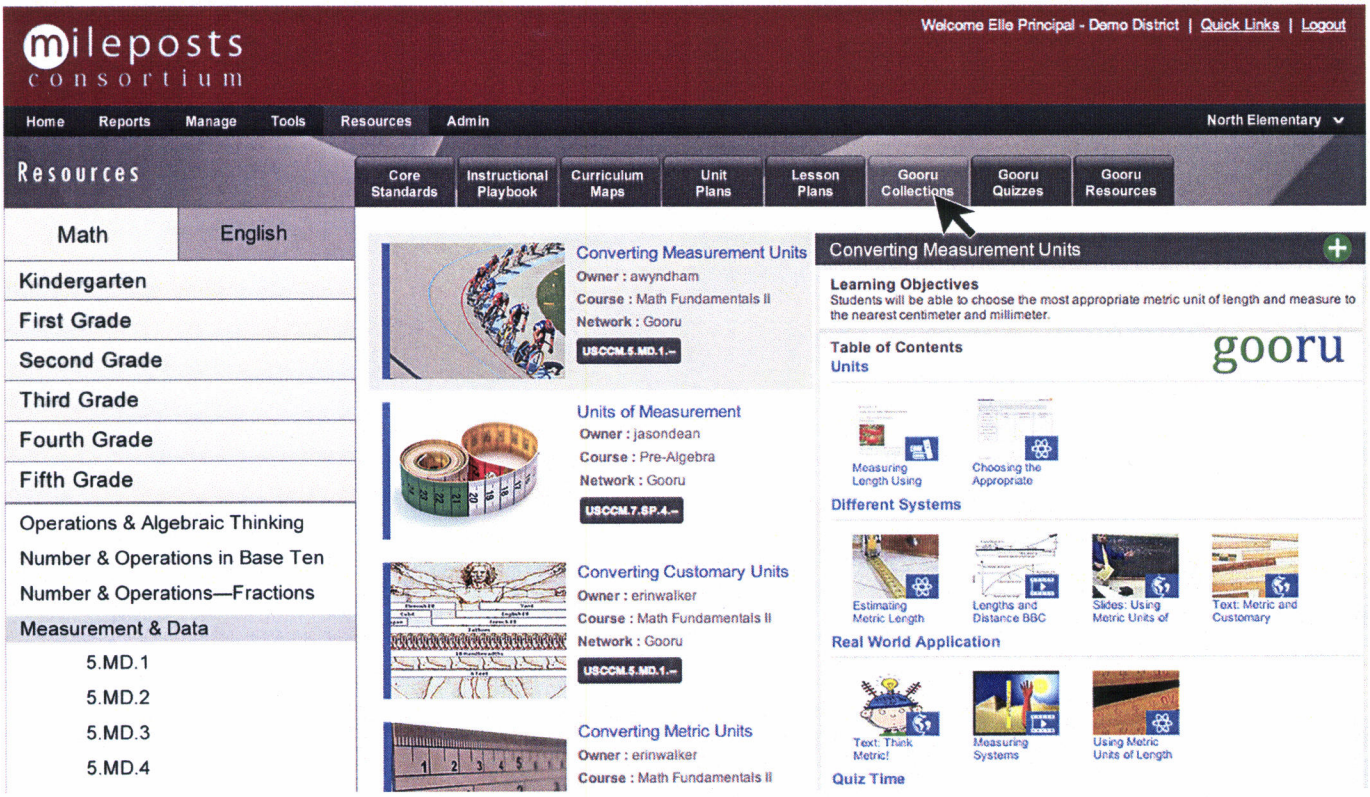
Aug 2012

Introducing

mileposts + gooru

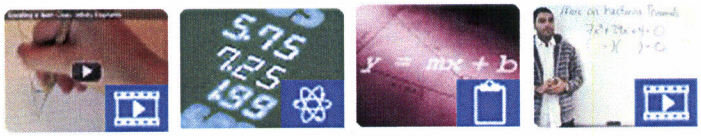
Standards-Aligned Resources Right in Mileposts

Now you can access millions of free, high-quality digital resources right in Mileposts. You'll find multimedia resources for each of the 5th-12th grade Common Core Math Standards.



Welcome to the Mileposts Library

1. Access millions of standards-aligned videos, interactive games, lesson plans, worksheets and exams - all for free.
2. Find curated playlists of resources for each standard in the Common Core.
3. Rest easy knowing that all materials have been vetted by teachers.



How does it work?

Mileposts uses Gooru, a free search engine for learning, to suggest standards-aligned resources and lessons. Developed by an education technology non-profit in Silicon Valley, Gooru makes it easy for teachers and students to search for rich collections of multimedia resources that are curated by educators in the Gooru community.

At present, Gooru's Common Core material covers 5th-12th grade math topics, but you can anticipate content for all Common Core Standards in the coming months. Learn more about Gooru by visiting www.goorulearning.org.

Introducing

mileposts +

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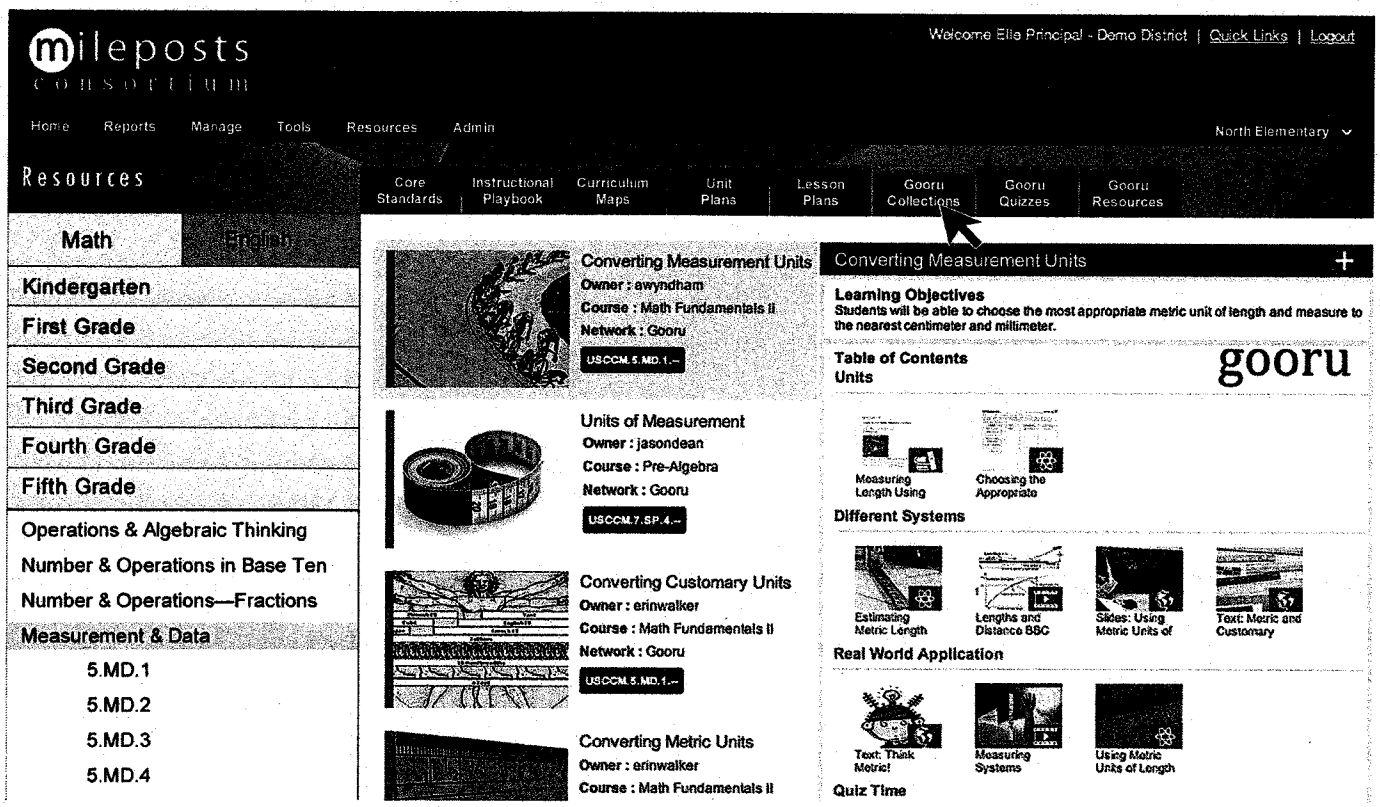

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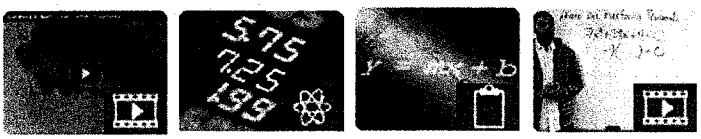

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mileposts

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Silverback Learning Solutions

We empower educators to improve K-12 education with better access to data, shared accountability, and a culture of collaboration for teachers, administrators, students, and parents.

Built by educators for educators, Mileposts provides data at the point of instruction where teachers need it.

features

Milepost database: a true and complete picture of:

- Student information
- Student performance indicators
- Benchmarks
- Accommodations, interventions, and individualized learning plans
- Student and parent accountability
- District and teacher accountability
- Proactive prevention

			NCLB	
		Overall		
Grade	Scale	% Correct	Proficiency	Deviation
4	218		Advanced	(+20)
4	216		Advanced	(+18)
4	213		Proficient	(+15)
4	211		Proficient	(+13)
4	211		Proficient	(+13)
4	211		Proficient	(+13)
4	210		Proficient	(+12)
4	207		Proficient	(+9)
4	206		Proficient	(+8)
4	201		Proficient	(+3)
4	197		Basic	(-1)
4	197		Basic	(-1)
4	195		Basic	(-3)
4	187		Below Basic	(-11)
4	184		Below Basic	(-14)
	204			

Teacher Features:

- Ease of use - designed by teachers for teachers
- Full assessment reporting and sorting
- Student digital backpack
- Tiered intervention system (RTI)
- Individualized learning plans provided (504, IEP, ELP, SE, GT, ILP)

Technology Advantages:

- Centrally stored data system (SaaS-Cloud)
- Web-based - no client install required
- Integrates readily with district systems
- Automatically synchronized with SIS systems
- Designed to integrate with SLDS
- Minimal IT equipment needed on site
- Light demand architecture for data flow

Assessment Detail:

- Updated nightly to your system
- District selected assessments included
- Both State and District assessment results
- Both State and District benchmarks embedded
- Daily class differentiation of instruction support
- Colored identification of proficiency status
- Sort capability within program, class, school, district

Curriculum & Professional Development:

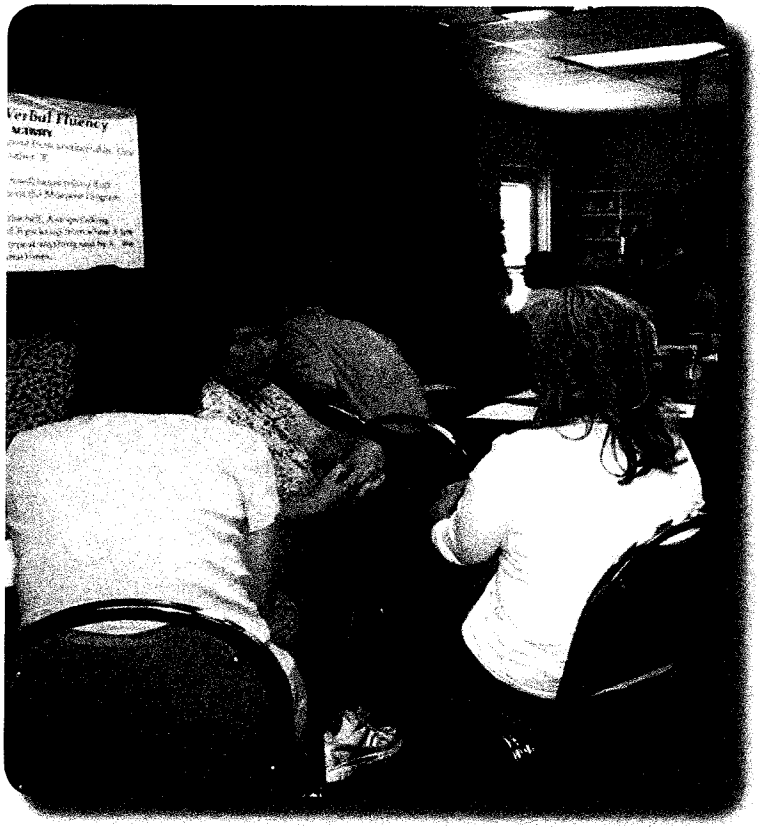
- Identifies subject strand support needs
- Pinpoints professional development needed
- Identifies area of curriculum concern
- Indicates areas of teacher strength or areas of concern
- Establishes whole staff focus, building and/or district
- Creates intentional collaboration and team cohesiveness

client services

The single most important component we offer

Transforming the educational process one district at a time:

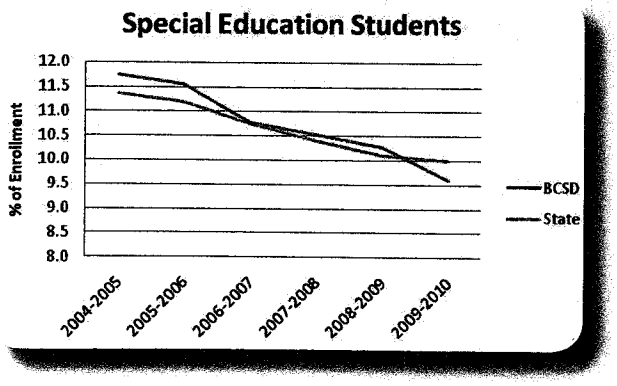
- Comprehensive and thorough training
- Professional and competent trainers
- Responsive to needs of individual districts
- Ongoing support and follow-through
- Building a collaborative culture in every district
- Enlarging that culture through consortiums

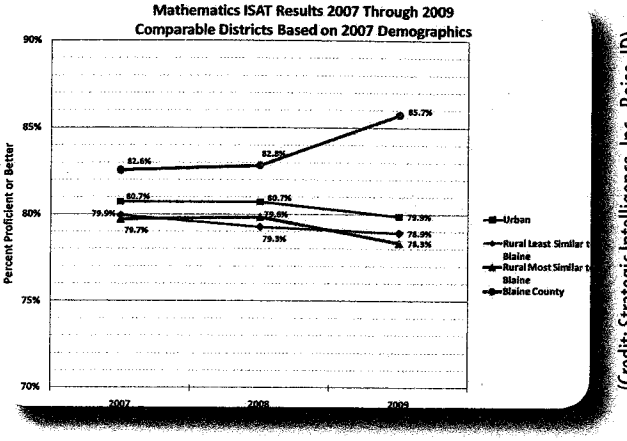


"The only way to transform our educational process is to bring the classroom teacher out of the individual classroom on a team journey to transform 'my students' to 'our students' through the use of transparent data".

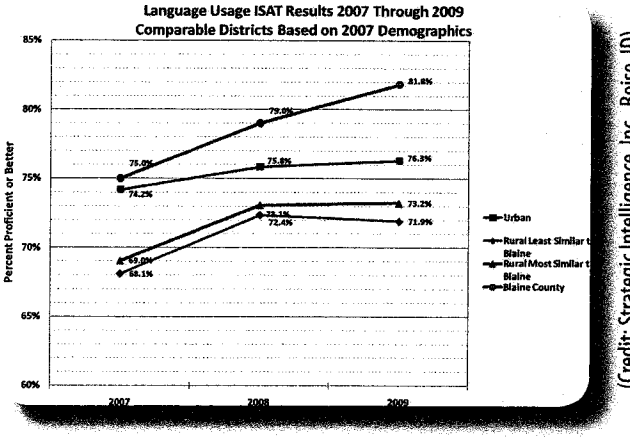
- Marcia Rausch (Client Services Coordinator)

results





(Credit: Strategic Intelligence, Inc., Boise, ID)



(Credit: Strategic Intelligence, Inc., Boise, ID)

"I envisioned a system to document progress, but I had no idea what a powerful effect it would have in transforming our learning culture".

- Dr. Jim Lewis (Milepost Coordinator)

endorsements

"As an administrator, I appreciate the feasibility and user-friendly format of Mileposts. I have personally used it often to access students' test data to aid in placing new students in the correct courses while also discussing students' abilities with their parents."

- Danielle Barzee (Vice-Principal, Twin Falls)

"It documents which accommodations or interventions have been used, and which have been the most successful. This information moves with the student from year to year so their classroom teachers are aware of which interventions have been used, and what has been successful or unsuccessful."

- Dana Johnson (Elementary Teacher, Twin Falls)

"Our own staff lead teacher, refers to Mileposts as "one stop shopping for student information."

- Andy Wiseman (Superintendent, Castleford)

"For the past 10 years we have searched for a product that would store student data and make it easy for teachers to access and utilize. The last three years we have been working with Mileposts and couldn't be more pleased."

- Dr. Wiley Dobbs (Superintendent, Twin Falls)

"Your support people seem to be very willing to adapt the program to meet personalized needs of our district. I have yet to hear – 'we can't do that.'"

- Mel Wiseman (Superintendent, Shoshone)

"Mileposts changes the culture by completely changing the conversations."

- Roger Quarles (Superintendent, Caldwell)

"Mileposts is a wellness exam and cure for educator focus and prescription, not just an autopsy of data."

-Dr. Jim Reed (Superintendent, Weiser)

360° accountability

students + parents + teachers + administrators = student success

District Responsibilities
- Curriculum
- Instruction
- Achievement
- By quality staff

Parent Responsibilities
- Student attendance
- Study place and time
- Conference attendance

Student Responsibilities
- Regular school attendance
- Positive attitude and effort
- Successful completion of academic tasks and targets

Everyone Wins

Success
- Students
- Teachers
- Families
- Schools, Districts, and Communities

Student
- Takes ownership of learning
- Sets growth goals
- Demonstrates attitude and effort in accomplishing tasks and meeting goals

Parent
- Informed of student performance
- Updated on progress
- Involved in process
- Partners with teacher and student

Teacher
- Data defines student needs
- Informs decisions about instruction and interventions
- Documents interventions/Focuses instruction
- Writes individual student plans when appropriate

Principal
- Instant sort for whole school reports
- Teams with teachers
- Data drives professional development
- Data focuses areas of instructional need

District
- Instant sort for whole district progress
- Drives future professional development
- Identifies area of curriculum needs
- Keeps public informed of progress

vision

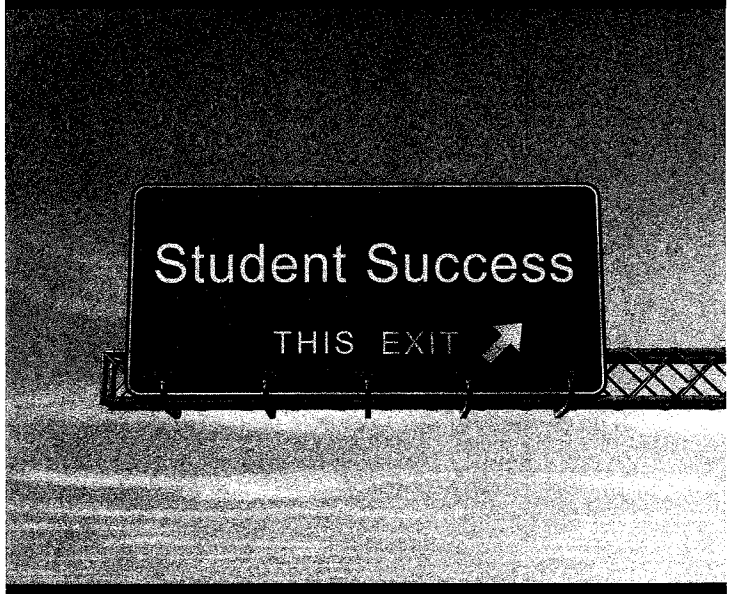
- To transform the educational process as we know it

mission

- To create a culture of collaboration among all education stakeholders

goal

- To make a significant difference in a teacher's ability to deliver effective instruction, monitor, and motivate their students



philosophy

- Continuous enhancements to create continuous student improvement
- 360° accountability redefines how the education partners (students, parents, and staff) will ensure students' education success
- Focus, time, and documentation are keys to long term student success.
- Mileposts accountability agreement embeds this philosophy
- System must be simple and effective to enhance teacher use.